# PRODUCERS' QUESTIONNAIRE STAINLESS STEEL WIRE ROD FROM BRAZIL, FRANCE, AND INDIA

Return completed questionnaire to:

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615-B 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 24, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning stainless steel wire rod from Brazil, France, and India (inv. Nos. 731-TA-636-638 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm

Address			
City		State	Zip code
World W	ide Web address		
Has your fi 2000?	irm produced Stainless steel wire rod (	(as defined in the instruction booklet)	at any time since January 1,
$\square_{NO}$	(Sign the certification below and pro	omptly return only this page of the qu	nestionnaire to the Commission)
YES	(Read the instruction booklet careful return the entire questionnaire to the	ally, complete all parts of the question e Commission)	naire, sign the certification, and
		CERTIFICATION	
if and undersigning this certided in this quission on the chowledge that myloyees, and rds of these re	nformation herein supplied in response tand that the information submitted is a retification I also grant consent for the fuestionnaire and throughout these reflees ame or similar merchandise. (If y at information submitted in this question of the contract personnel who are acting it is a contract personnel who are acting	is subject to audit and verification by Commission, and its employees and reviews in any other import-injury in you do not consent to such use, please onnaire response and throughout the in the capacity of Commission empth this information is submitted, or in	the Commission.  contract personnel, to use the informance of the informance of the informance of the certification accordingly.)  se reviews may be used by the Commiss loyees, for developing or maintaining internal audits and investigations rela
	reements.		
-disclosure ag	of Authorized Official	Date	

#### PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

reply to this questic	onnaire and completing the		e cost to your firm o	t prep
	, ,		hours	de
	n any comments you may ic questions. Please attac			
the instruction book	nd address of establishme klet for reporting guideling and trading symbol.			
Item	Support	Oppose	Take no positi	on
iteiii	• • •	Орросс	<u> </u>	
Brazil		Орросс		
		Spp 33		
Brazil		- Spp-332		
Brazil France				
Brazil France India	, in whole or in part, by a			
Brazil France India		ny other firm?		
Brazil France India	, in whole or in part, by a	ny other firm?	Extent of ownership	

# PART I.--GENERAL QUESTIONS--Continued

г.		he following information.	A CC:1: .:
Firm name		Address	<u>Affiliation</u>
Does vour firm h	ave any relate	d firms, either domestic or foreig	n which are engaged in
importing stainle	ss steel wire r which are eng	od from countries other than Brazaged in exporting stainless steel v	il, France, and India into
$\square_{ m No}$	YesList t	he following information.	
Country/firm nan	<u>ne</u>	Address	<u>Affiliation</u>
Does your firm h production of stat  No	inless steel wi	d firms, either domestic or foreig re rod?  he following information.	n, which are engaged in t
Firm name		Address	Affiliation
			r company's business pla
your company or	any related fi	onnaire we request a copy of you rm have a business plan or any in ture market conditions for stainle	ternal documents that de

## PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or <u>fruggles@usitc.gov</u>). **Supply all data requested on a <u>calendar-year</u> basis.** 

Who should be contacted regarding the requested trade and related information?				
Company contact	t: Name and title			
	DI N			
	Phone No.	E-mail address		
consolidations, cl curtailment of pro	losures, or prolonged shutdo oduction because of shortage as or organization relating to	s, relocations, expansions, acquisitions was because of strikes or equipment es of materials; or any other change if the production of stainless steel wire	failure; n the charact	
□No	YesSupply details as to	the time, nature, and significance of	such change	
	YesSupply details as to changes and provide portions of business address this issue.	character of your operations or organinless steel wire rod in the future?  the time, nature, and significance of e underlying assumptions, along with plans or other supporting document include in your response a specific ty to produce stainless steel wire response.	Such h relevant tation, that projection	
		2007.		
		2007.		
noted above) rela	ating to the production of stai	e character of your operations or orginless steel wire rod in the future if the France, and India were to be revoked.	he antidump	

Has your firm since January future, other products on the steel wire rod and/or using th stainless steel wire rod?	same equipme	nt and ma	chinery i	used in th	e produc	tion of sta	air
pro	t the following duction capaci e rod in the pe	ty and pro	oduction	report you of these p	or firm's	combined and stainl	i les
<u>Product</u>	<u>Period</u>					capacity cate if dif	
	(Quantity i	in short t	ons)				
Item		2000	2001	2002	2003	2004	
<b>Melting</b> :  Total production capacity	,						
Production							Ī
Hot-rolling: Total production capacity	,						
Production Stainless steel wire re SSWR used to produ bar and stainless wire	ice stainless						
Stainless steel bar							
Other (specify	)						
Total							
Annealing: Total production capacity	,						
Production Stainless steel wire re SSWR used to produ bar and stainless wire	ice stainless						
Stainless steel bar							I
Other (specify	)						
Total							

wiching stage.			
Hot-rolling stage.			
Annealing stage.			
Please report your produ (in <i>short tons</i> ).	ction of products that us	e stainless steel wire rod	as an input duri
Stainless steel round wire	Stainless steel bar	Other ()	Total
WIIC			
Wile			
Is your firm able to switch response to a relative chaproducts, using the same	ange in the price of stain equipment and labor? -Please identify the other involved in switching,		vis the price of of ate time and co
Is your firm able to switch response to a relative chaproducts, using the same	ange in the price of stain equipment and labor? -Please identify the other involved in switching,	less steel wire rod vis-a-ver products, the approximand the minimum relative	vis the price of of ate time and co
Is your firm able to switch response to a relative chaproducts, using the same	ange in the price of stain equipment and labor? -Please identify the other involved in switching,	less steel wire rod vis-a-ver products, the approximand the minimum relative	vis the price of of ate time and co
Is your firm able to switch response to a relative chaproducts, using the same	ange in the price of stain equipment and labor? -Please identify the other involved in switching,	less steel wire rod vis-a-ver products, the approximand the minimum relative	vis the price of of ate time and co

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of stainless steel wire rod in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

( <i>Quantity</i> in short tons, <i>value</i> in \$1,000)								
ltem	2000	2001	2002	2003	2004	2005		
AVERAGE PRODUCTION CAPACITY¹ (quantity)								
BEGINNING-OF-PERIOD INVENTORIES (quantity)								
PRODUCTION (quantity)								
U.S. SHIPMENTS:	•		•	•				
Commercial shipments:								
Quantity of commercial shipments								
Value of commercial shipments								
Internal consumption:	•	•		•				
Quantity of internal consumption								
Value <sup>2</sup> of internal consumption								
Transfers to related firms:	•	•		•				
Quantity of transfers to related firms								
Value <sup>2</sup> of transfers to related firms								
EXPORT SHIPMENTS:3	•	•		•				
Quantity of export shipments								
Value of export shipments								
END-OF-PERIOD INVENTORIES4 (quantity)								
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)								
U.S. SHIPMENTS TO END USERS (quantity)								
AVERAGE NUMBER OF PRWs								
HOURS WORKED BY PRWs (1,000 hours)								
WAGES PAID TO PRWs (value)								
The production capacity (see definitions in instruction weeks per year. Please describe the methodology reported capacity (use additional pages as necessary).					hours polain any ch			
<sup>2</sup> Internal consumption and transfers to related firms different basis for valuing these transactions, please specusing that basis for 2000-05 below:								
<sup>3</sup> Identify your principal export markets: <sup>4</sup> Reconciliation of dataPlease note that the <b>quant</b> beginning-of-period inventories, plus production, less tota reported reconcile?  Yes NoPlease explain:						ata		

II-10. <u>Shipments of stainless steel wire rod, by type.</u>—Report your firm's U.S. shipments (commercial shipments plus internal consumption plus transfers to related firms) of the following types of stainless steel wire rod produced in your U.S. establishment(s) during **2005** by quantity. These data should sum to the total U.S. shipments reported for 2005 on the previous page.

	(Quantity i	n short tons)		
Country		Type of stainle	ess steel wire rod	
Country	Austenitic	Ferritic	Martensitic	All other types
Commercial shipments:1				
Internal consumption:2				
Transfers to related firms:3				
Reconciliation of dataPlease not commercial shipments plus internal confor 2003 in question II-8. Do the data  Yes NoPlease explain:	onsumption plus tra reported reconcile	nsfers to related fir ?	ms for stainless stee	el wire rod reported
Yes NoPlease explain:  1 List the top three grades (e.g., gr				
Austenitic:	•	-		уре.
Ferritic:				
Martensitic:				
<sup>2</sup> List the top three grades (e.g., gr	ade 302) of interna	Ily consumed stain	less steel wire rod by	/ type.
Austenitic:				
Ferritic:				
Martensitic:				
<sup>3</sup> List the top three grades (e.g., gr	ade 302) of stainle	ss steel wire rod (b	y type) transferred to	related firms.
Austenitic:				
Ferritic:				
Martensitic:				
II-11. If you reported transfers to relationship between your subsidiary), whether the trawhether your firm retained processed inputs from sour	related firms in of firm and the relate ansfers were price marketing rights	question II-8, ple ed firms (e.g., jo ed at market valu to all transfers, a	int venture, wholly e or by a non-mark	owned tet formula,

II-12. Other than direct imports, has your firm January 1, 2000? (See definitions in the No YesReport such p	e instructio	n booklet	)			æ
( <i>Quantity</i> in sh						
ltem	2000	2001	2002	2003	2004	2005
PURCHASES FROM U.S. IMPORTERS <sup>2</sup> OF P	RODUCT	FROM	1		1	<u>!</u>
BRAZIL: Quantity						
Value						
FRANCE: Quantity						
Value						
INDIA: Quantity						
Value						
ALL OTHER COUNTRIES:  Quantity						
Value						
PURCHASES FROM DOMESTIC PRODUCERS: <sup>2</sup> Quantity						
Value						
PURCHASES FROM OTHER SOURCES: <sup>2</sup> Quantity						
Value						
<sup>1</sup> Please indicate your reasons for purchasing th	is product.	If your rea	sons differ	by source	, please ela	aborate.
<sup>2</sup> Please list the name of the firm(s) from which please identify the source for each listed supplier.	you purchas	ed this pro	oduct. If yo	ur supplier	s differ by	source,

II-13.	Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of stainless steel wire rod?
	No YesName firm(s):
II-14.	Does your firm produce stainless steel wire rod in a foreign trade zone (FTZ)?
	No YesIdentify FTZ(s):
II-15.	Since January 1, 2000, has your firm imported stainless steel wire rod?
	No Yes <u>COMPLETE AND RETURN THE ENCLOSED IMPORTERS'</u> <u>QUESTIONNAIRE</u>
II-16.	Describe the significance of the existing antidumping orders covering imports of stainless steel wire rod from Brazil, France, and India in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.
II-17.	Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of stainless steel wire rod in the future if the antidumping orders on stainless steel wire rod from Brazil, France, and India were to be revoked?
	No YesSupply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

# PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

financial statements are prepared  2. Does your firm prepare profit/los  3. How often did your firm (or pare annual reports, 10Ks)? Please claudited unaudite Monthly quarter  4. Accounting basis: GAAP  Note: The Commission may request that y internal profit-and-loss statements for the as well as those statements and worksheets  Briefly describe your cost accounting sincome and expenses.  Other productsPlease list any other productsPlease list any other products.	ng system.	Fax No.  Company web address
E-mail address  Briefly describe your financial account  A. When does your fiscal year end of the second of the se	ng system.	
A. When does your fiscal year end of If your fiscal year changed during B.1. Describe the lowest level of open financial statements are prepared 2. Does your firm prepare profit/los 3. How often did your firm (or pare annual reports, 10Ks)? Please of Audited unaudited unaudited unaudited unaudited unaudited unaudited when the same as well as those statements and worksheets.  Briefly describe your cost accounting same and expenses.  Other productsPlease list any other products are products and the same and worksheets.	ng system.	Company web address
A. When does your fiscal year end of If your fiscal year changed during B.1. Describe the lowest level of open financial statements are prepared 2. Does your firm prepare profit/los 3. How often did your firm (or pare annual reports, 10Ks)? Please of Audited unaudited u	ng system.	
B.1. Describe the lowest level of open financial statements are prepared 2. Does your firm prepare profit/los 3. How often did your firm (or pare annual reports, 10Ks)? Please claudited unaudited unaudited unaudited quarter 4. Accounting basis: GAAP Note: The Commission may request that y internal profit-and-loss statements for the as well as those statements and worksheets.  Briefly describe your cost accounting statements and expenses.  Other productsPlease list any other productsPlease list any other products.		
financial statements are prepared  2. Does your firm prepare profit/los  3. How often did your firm (or pare annual reports, 10Ks)? Please cleanual reports, 1		
Other productsPlease list any other products.	that include so so statements for the company) peck relevant it darent annual yarent semi-areash tax pur company sublivision or prodused to compile	for the subject merchandise: YesNo_ prepare financial statements (including tems below.  I reports 10Ks 10Qs annually annually c other comprehensive (specify)  submit copies of its financial statements, included group that includes stainless steel wire related at a for your firm's questionnaire response.
	f any, for COC	GS, SG&A, and interest expense and other
products in your most recent fiscal year  Product(s)		roduced in the facilities in which you are of net sales accounted for by these of

#### PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on stainless steel wire rod.--Report the revenue and related cost information requested below on the stainless steel wire rod operations of your U.S. establishment(s). Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at (202) 205-3186 before completing this section of the questionnaire.

questionnaire.  (Quantity in short tons, value in \$1,000)						
Item	T		l			
Net sales quantities: <sup>2</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales quantities						
Net sales values: <sup>2</sup>						
Commercial sales						
Internal consumption						
Transfers to related firms						
Total net sales values						
Cost of goods sold (including internal consumption an	d transfers	to related fir	ms):			
Raw materials						
Direct labor						
Other factory costs						
Total cost of goods sold						
Gross profit or (loss)						
Selling, general, and administrative (SG&A) expenses:						
Selling expenses						
General and administrative expenses						
Total SG&A expenses						
Operating income or (loss)						
Other income and expenses:						
Interest expense						
All other expense items						
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>						
All other income items						
All other income or expenses, net						
Net income or (loss) before income taxes						
Depreciation/amortization included above						
1 Include only sales (whether domestic or export) and cos						

<sup>&</sup>lt;sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>&</sup>lt;sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire

quantities and values reported in Part II of this questionnaire.

<sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.

#### PART III.--FINANCIAL INFORMATION--Continued

III-7. <u>Asset values.</u>--Report the total assets associated with the production, warehousing, and sale of stainless steel wire rod. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

(1	Value in \$1,	000)		
Value of			 	 
Assets associated with the production, warehousing, and sale of product:				
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories				
D. All other current				
Total current assets (lines 1.A. through 1.D.)				
2. Non-current assets				
A. Property, plant, and equipment (PPE) at cost				
B. Less: Accumulated depreciation				
C. Equals: Book value of PPE				
D. All other non-current (lines 2.C. through 2.D.)				
3. Total assets (total current and non-current)				

III-8. <u>Capital expenditures and research and development expenditures</u>.--Report your firm's capital expenditures and research and development expenditures on stainless steel wire rod. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Va.	<i>lu</i> e in \$1,00	00)		
Item			 	 
Capital expenditures				
Research and development expenditures				

#### PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Kelly Clark (202-205-3166 or kelly.clark@usitc.gov).

IV-1.	Who should be con	tacted regarding the requested pricing	ng and related information?
	Company contact:		
	1 0	Name and title	
		Phone No.	E-mail address

#### **Section IV-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following airmelted or AOD products, excluding any remelted (e.g., VAR, ESR) products, during January 2000-December 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

<u>Product 1</u>.—Grade AISI 302 spring wire rod, 5.5 mm (0.217 inch), hot-rolled, annealed, and pickled.

<u>Product 2.</u>—Grade AISI 304L wire rod (not greater than 8.5 percent nickel), 5.5 mm (0.217 inch), hot-rolled, annealed, and pickled.

<u>Product 3.</u>—Grade AISI 316L wire rod (not greater than 11 percent nickel), 5.5 mm (0.217 inch), hot-rolled, annealed, and pickled.

<u>Product 4.</u>—Grade AISI 302 HQ wire rod, 5.5 mm (0.217 inch), hot-rolled, annealed, and pickled.

<u>Product 5</u>.—Grade AISI 308L wire rod, 5.5 mm (0.217 inch), hot-rolled, annealed, and pickled.

<u>Product 6.</u>—Grade AISI 430 wire rod, 5.5 mm (0.217 inch) diameter, hot-rolled, annealed and pickled.

<u>Product 7.</u>—Grade 631 (17-7 PH) wire rod, 5.5 mm (0.217 inch) diameter, hot-rolled, annealed and pickled.

<u>Product 8.</u>—Grade AISI 410 wire rod, 5.5 mm (0.217 inch) diameter, hot-rolled, annealed and pickled.

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm. Indicate in the space provided at the top of the page the product for which pricing is reported.

## Section IV-A.--<u>PRICE DATA</u>--Continued

( <i>Quantity</i> in short tor	ns, <i>value</i> in dollars)	
Period of shipment	Quantity	Value <sup>1</sup>
2000:	<u>.</u>	
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
Net values (i.e., gross sales values less all discounts, allowan f.o.b. your U.S. point of shipment. NoteIf your product does not exactly meet the product specificati description of your product:		

# $PART~IV. - \underline{PRICING~AND~MARKET~FACTORS} -- Continued$

## Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-1.	wire rod (transaction by transaction nego	s the prices that it charges for sales of stainless steel tiation, contracts for multiple shipments, set price please include a copy of a recent price list with your asse submit sample pages.		
IV-B-2.	Please describe your firm's discount policetc.).	cy (quantity discounts, annual total volume discounts,		
IV-B-3.	What are your firm's typical sales terms for its U.Sproduced stainless steel wire rod (e.g., 2/10 net 30 days)? On what basis are your prices of domestic stainless steel wire rod usually quoted (e.g., f.o.b. warehouse, or delivered)?			
IV-B-4.	2005 were on a (1) long-term contract base	sales of its U.Sproduced stainless steel wire rod in sis (multiple deliveries for more than 12 months), liveries up to 12 months), and (3) spot sales basis (for		
	Type of sale	Share of sales (percent)		
Long-ter	rm contracts			
Short-te	rm contracts			
Spot sal	es			
IV-B-5. If you sell on a long-term contract basis, please answer the following que provisions of a typical long-term contract.				
	(a) What is the average duration of a cont	ract?		
	(b) Can prices be renegotiated during the contract period?			
	(c) Does the contract fix quantity, price, of	or both?		
	(d) Does the contract have a meet or relea	ase provision?		

#### Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-6.	If you sell on a short-te to provisions of a typic	erm contract basis, please answer the ral short-term contract.	following questions with respect
	(a) What is the average	duration of a contract?	
	(b) Can prices be reneg	gotiated during the contract period? _	
	(c) Does the contract fi	x quantity, price, or both?	
	(d) Does the contract h	ave a meet or release provision?	
IV-B-7.	•	ad time between a customer's order as Sproduced stainless steel wire rod?	nd the date of delivery for your
	Source	Share of 2005 sales	Lead time
From inv	ventory		
Produce	d to order		
Total		100%	
IV-B-8. IV-B-9.	that is accounted for by  (b) Who generally arra or purchaser (ch  (c) What proportion of facility? percent percent.	your sales occur within 100 miles of the control of	percent.  mers' locations? Your firm  your storage or production Over 1,000 miles?  yed by your firm's stainless steel  Southeast
	National	Other (describe)	
IV-B-10.		of the stainless steel wire rod that you ge of the total cost is accounted for b	
	End use	Share of total cost accounted (percent)	ed for by stainless steel wire rod

## Section IV-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

IV-B-11.	Have there been any changes in the end uses of stainless steel wire rod since January 1, 2000?				
	No	YesPlease describe.			
IV-B-12.	Do you anti- future?	cipate any changes in terms of the end uses of stainless steel wire rod in the			
	No	YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.			
IV-B-13.	(a) Please lie wire rod.	st in order of importance any products that may be substituted for stainless steel			
	(1)	(2)(3)			
		possible substitute product, please give examples of applications and end uses for are substitutes.			
	(c) Have cha	anges in the prices of these products affected the price for stainless steel wire rod?			
	No	Yes—To what degree do changes in their prices affect the price for stainless steel wire rod? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of stainless steel wire rod or final end use?			

#### Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-14.	Have there been any changes in the number or types of products that can be substituted for stainless steel wire rod since January 1, 2000?			
	No	YesPlease explain.		
IV-B-15.		cipate any changes in terms of the substitutability of other products for stainless d in the future?		
	No	YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.		
IV-B-16.	for stainless material cost believe would	ent have changes in the prices of raw materials affected your firm's selling prices steel wire rod since 2000? Also discuss any anticipated changes in your raw ts in the future, identifying the time period(s) involved and the factor(s) that you ld be responsible for such changes. Provide any underlying assumptions, along t portions of business plans or other supporting documentation, that address this		
IV-B-17.	surcharge fo	rm change prices of stainless steel wire rod to its customers based on an alloy rmula? Yes No If yes, please report all of the following If no, please respond to (c) and (d).		
	surcharge fo	al surcharge formulas for each stainless steel wire rod product to which a rmula is applied. If the formula changed since 2000, please report the relevant rmula for each period when it applied.		
	(b) Please re surcharge fo	port the source of prices for nickel, chrome, and molybdenum used in the rmula.		

# $PART~IV. - \underline{PRICING~AND~MARKET~FACTORS} -- Continued$

	(c) Does your firm employ a surcharge for titanium, manganese, scrap (iron), energy (natural gas and/or electricity), fuel (for transportation costs), or any other surcharges? If so, please describe the surcharge formula applied in each case and whether the formula has changed since 2000.
	(d) How frequently does your firm change or adjust its surcharges for stainless steel wire rod? If it varies depending on the alloy or other basis, please explain.
IV-B-18.	Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced stainless steel wire rod in the U.S. market since January 1, 2000?  No YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
IV-B-19.	(a) Do you anticipate any changes in terms of the availability of U.Sproduced stainless steel wire rod in the U.S. market in the future (e.g., new suppliers, consolidations, closures, strikes, expanded or curtailed production)?
	☐ Increase ☐ No Change ☐ Decrease
	(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-20.	Has the availability of <u>NONSUBJECT</u> imported stainless steel wire rod changed since January 1, 2000?
	No YesPlease explain.
IV-B-21.	Describe how easily your firm can shift its sales of stainless steel wire rod between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting stainless steel wire rod between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
IV-B-22.	Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of stainless steel wire rod since January 1, 2000?  No YesPlease describe and quantify if possible.
	No YesPlease describe and quantify if possible.
IV-B-23.	Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of stainless steel wire rod in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
	No YesPlease identify, including the time period.
IV-B-24.	Do purchases of stainless steel wire rod usually involve negotiations between supplier and purchaser?
	No YesPlease describe the negotiation process. In your response, please comment on whether your firm asks purchasers about price quotes from competing suppliers.

IV-B-25.	How has demand within 2000?	the United States for stair	nless steel wire rod changed since January 1,		
	Increased	Unchanged	Decreased		
	Other (describe)				
	What were the principal	factors affecting changes	in demand?		
IV-B-26.	How has demand outside since January 1, 2000?	e the United States, if know	wn, for stainless steel wire rod changed		
	Increased	Unchanged	Decreased		
	Other (describe)				
	What were the principal factors affecting changes in demand?				
IV-B-27.	Do you anticipate any future changes in stainless steel wire rod demand in the United States and, if known, the rest of the world?				
	No	underlying assumptions	e and identify the time period. Provide any , along with relevant portions of business g documentation, that address this issue.		
IV-B-28.			re rod in U.S. and non-U.S. markets, if eriods and regions for any price		

IV-B-29.	Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss stainless steel wire rod supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Brazil, France, and India, and (3) the world as a whole. Of particular interest is such data from January 1, 2000 to the present and forecasts for the future.
IV-B-30.	Are your exports of stainless steel wire rod subject to any tariff or non-tariff barriers to trade in other countries?
	No YesPlease list the countries and describe any such barriers and any significant changes in such barriers that have occurred since January 1, 2000, or that are expected to occur in the future.
IV-B-31.	Does your firm sell stainless steel wire rod over the internet?
	No YesPlease describe, noting the estimated percentage of your firm's total sales of stainless steel wire rod in 2005 accounted for by internet sales.

## Section IV-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

IV-B-32. Is stainless steel wire rod produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair.					
Country-pair	United States	Brazil	France	India	Other countries
United States					
Brazil					
France					
India					
<sup>1</sup> For any country-pair producing stainless steel wire rod which is <i>sometimes or never</i> interchangeable, please explain the factors that limit or preclude interchangeable use:					
-					

countries

# PART IV.--PRICING AND MARKET FACTORS--Continued

#### Section IV-B.--<u>PRICE-RELATED QUESTIONS</u>--Continued

**United States** 

Country-pair

0 1	Halfa I Otataa	D	F		Other
that such differences are <i>never</i> significant, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
				•	
frequently signifi	icant,"S" to indica	ate that such differ	rences are sometin	nes significant,"N	" to indicate
"A" to indicate the	hat such differenc	es are <i>always</i> sign	nificant, "F" to inc	licate that such dif	fferences are
	•	in your firm's sal	•		•
range, technical support, etc.) between stainless steel wire rod produced in the United States and in					
		an price (i.e., qual	•	•	•

France

India

Brazil

United States					
Brazil					
France					
India					
<sup>1</sup> For any count firm's sales of stail imparted by such	try-pair for which fac nless steel wire rod, factors:	tors other than price identify the country	e <i>always or frequent</i> r-pair and report the	tly are a significant f advantages or disa	actor in your dvantages
-					